

# **Cargo and Other Aeronautical Support Facilities Development, Operations and Maintenance**

Industry Briefing

---

June 30, 2020



# New York Stewart International Airport

## Today's Presenters

<b>Susan Warner-Dooley:</b>	<b>Aviation Commercial Officer</b>
<b>Michael Torelli:</b>	<b>SWF Manager Properties &amp; Business Development (Aviation)</b>
<b>Raquel Pinto:</b>	<b>Strategic Procurement Advisor (Procurement)</b>

# Today's Agenda

- **Overview of New York Stewart International Airport**
- **Business Advantages**
- **The Opportunity**
- **The Procurement Process**
- **Next Steps**

# **Overview of New York Stewart International Airport**



# Past and Current Developments

- Rebranded New York Stewart International Airport in 2018
- Passenger Volume Doubled over 2016 volumes in 2018
- New Hangar Development Spring 2021
- New Hotel Ground Breaking Spring 2021
- \$37M Federal Inspection Station under Construction

# Highlights

- 4<sup>th</sup> Major Airport for the Tri-State Area
- Fastest growing airport in the USA in 2018
- Economical & Efficient Gateway for International & Domestic Passengers for entry into the NYC-Metro Area
- Ease of Access for Passengers and Cargo, serving over 77M people within a 5 hours drive time
- \$200M Capital Investment to date
- Design Alternatives to meet Sustainability Goals

# SWF AERIAL/TOPOGRAPHICAL LAYOUT



**Business  
Advantages**





**Location:**  
Intersection of  
NY State  
Thruway  
(Interstate 87)  
and Interstate 84

60 miles north of  
New York City



**Size: 2,406  
Acres**



**Employment:**  
2,700  
employed at  
Stewart



**Economic  
Impact: \$450M  
in economic  
activity**

\$160M in annual  
wages



**Serves  
690,000  
passengers  
annually**

# New York Stewart International Airport

## Business Advantages

- Location: Strategically located at the crossroads of the Northeast (1-84 & 1-87)
- Reduced Cost Structure: Very low cost of doing business in the Northeast
- Airport Availability: SWF sits to the north and out of the Metro NYC/Tri State Region's congested airspace
- Available Land: SWF has numerous undeveloped parcels of property
- PANYNJ Investment: PANYNJ has invested over \$200M in capital investment in upgrades to the facility

# Airport Businesses

- USPS Regional Postal Facility
- Textron Aviation Maintenance & Repair Station
- American Express Corporate Aviation Facility
- Homewood Suites by Hilton
- Courtyard by Marriot
- LEGOLAND
- Woodbury Common Premium Outlets
- Numerous Non-Aeronautical Facilities including Metal Container Corp., Polyworks, VW Trans, FBI and Homeland Security

# Air Cargo Operations

## Current Operations and Services

- UPS & FedEx operations 5x weekly
- Kalitta US Mail operations 5x weekly
- DHL trucking operations for break bulk and delivery
- SWF specializes in transient large cargo operations and animal shipments
- 105<sup>th</sup> Airlift Wing of NYANG (C-17 Cargo Operations)

# Regional Market Information

Orange County is home to over 25M S/F of Cargo, Warehouse & Shipping Facilities

- Close proximity to new 1M S/F Amazon warehouse and new 1M S/F Medline warehouse
- Adjacent to 500K S/F Amerisource Bergen warehouse
- Tandem Trucking operations are allowed on both Interstate 84 & Interstate 87

**The  
Opportunities**



# Facility Categories

Across Multiple Potential Future Development Spaces

- Respondents may present preliminary development concepts for potential future developments across the Airport campus
- Types of facilities for development, operations, and maintenance:
  - Cargo
  - Hangar
  - General aviation facilities
  - Maintenance repair operations
  - Aircraft and ground service equipment maintenance
  - Storage facilities

# Aeronautical Support Development Objectives

SWF will partner with qualified investors, developers and operators to meet objectives

to provide for new, consolidated and expanded cargo, hangar, maintenance and other aeronautical support facilities at the Airport

# Best Practices in Airport Development

- Environmental compliance with local, State and Federal regulatory requirements
- Compliance with FAA NEPA Process
- Sustainable design (i.e. LEED silver certifiable) of facilities and associated infrastructure
- Renewable energy/energy efficient installations
- Electric vehicle charging equipment (airside and landside)

# Time Frame for Developments

Plots and projects will be developed progressively



Development of each facility as part of a long-term development program

2020



2030+

# Developer Responsibilities

Team demonstrating experience in all aspects of investment and development on airport land

➤ **Design and development**

(incl. demolition, site preparation, utilities, construction fit-out, and programming / management / operation) of the applicable facilities



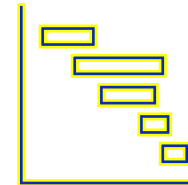
➤ **Financing**

Secure all equity and debt financing necessary for the project



➤ **Leasing**

Marketing and securing tenants: design concept, economics and commercial vision to promote growth at SWF



➤ **Timelines: Move quickly**

Readiness to complete design and construction stage once any necessary environmental processes have been completed according to specified and agreed timelines



# Commercial Framework

## Land ownership retained

- NY State is underlying owner.
- The Port Authority maintains control through long term lease.

## Long-term agreement with the Port Authority.

- Development will be pursuant to long-term agreements covering development and land use.
- The term and conditions will depend on the nature of use and magnitude of investment.

## Infrastructure

- Developers will develop required infrastructure and access to public utilities.
- Developers will responsible for the operations on the premises and long-term maintenance of the developed facilities.

## Commercialization / Leasing

- Developers and/or operators will be responsible for the commercial letting of the real estate subject to PANYNJ consent.
- Use will be subject to performance standards defined by the PA based on the type of activities to be conducted.

# Procurement Process



# RFQ Objectives

- Pre-qualify interested firms that have experience developing aeronautical related projects in order to expediate the RFP and/or LO process;
- Communicate to the development community foundational information regarding land and facilities at SWF that portray a range of options for aeronautical development at SWF;
- Obtain private sector analysis of existing aviation sites and potential projects that could be developed;
- Enable firms to evaluate capital investment opportunities at the Airport; and
- Create opportunities that encourage local business, MWBE, SDVOB participation in all aspects of the development and operations of facilities.

# New York Stewart International Airport

Request for Qualification Evaluation Criteria

## Pass/Fail

- Responsiveness to RFQ
- Respondent Experience
- Complying with Environmental Responsibilities
- Financial Components
- Preliminary Development Concepts

# Request for Qualifications

## Minimum Requirements

- A narrative description of the firm, including past experience and projects
- Five years of experience in one or more of the following categories: cargo, general aviation facilities, aircraft hangar development, maintenance repair operations, aircraft and ground service equipment maintenance and storage facilities.
- Demonstrate at least two contracts for similar services
- Preliminary development concepts
- Have sufficient financial resources and capacity to perform the future development opportunities
- Ability to comply with FAA Part 139 and all applicable environmental responsibilities
- An affirmation to create opportunities that encourage local business and MWBE and SDVOB participation

# New York Stewart International Airport

## Evaluation Criteria

### **Experience**

- 5 years of relevant experience in at least one of the following:
  - Constructing and managing cargo facilities of at least 100,000 square feet; or
  - Developing aircraft hangars or GSE maintenance facilities; or
  - Operating a general aviation facility; and
  - Satisfactory performance of at least two contracts of similar services

### **Preliminary Development Concepts**

- Feasibility of preliminary development concepts
- Respondent's approach to the successful development, operations and maintenance of proposed facilities
- Respondent's approach to the success delivery of the proposed facilities

# New York Stewart International Airport

## Evaluation Criteria (continued)

### **Respondent's Team Management and Organizational Structure**

- Narrative description of Respondent's management or governance structure including allocation of roles and responsibilities
- Organizational chart that shows proposed structure

### **Key Personnel Experience and Qualifications**

- Provide qualifications and resumes of Key Personnel, including key leadership and management staff.

### **Financial**

- Has sufficient resources and capacity to perform the future development opportunity
- Demonstrate evidence of revenues of at least one million dollars a year for the last five fiscal or calendar years

# Request for Qualifications

## Requested Materials

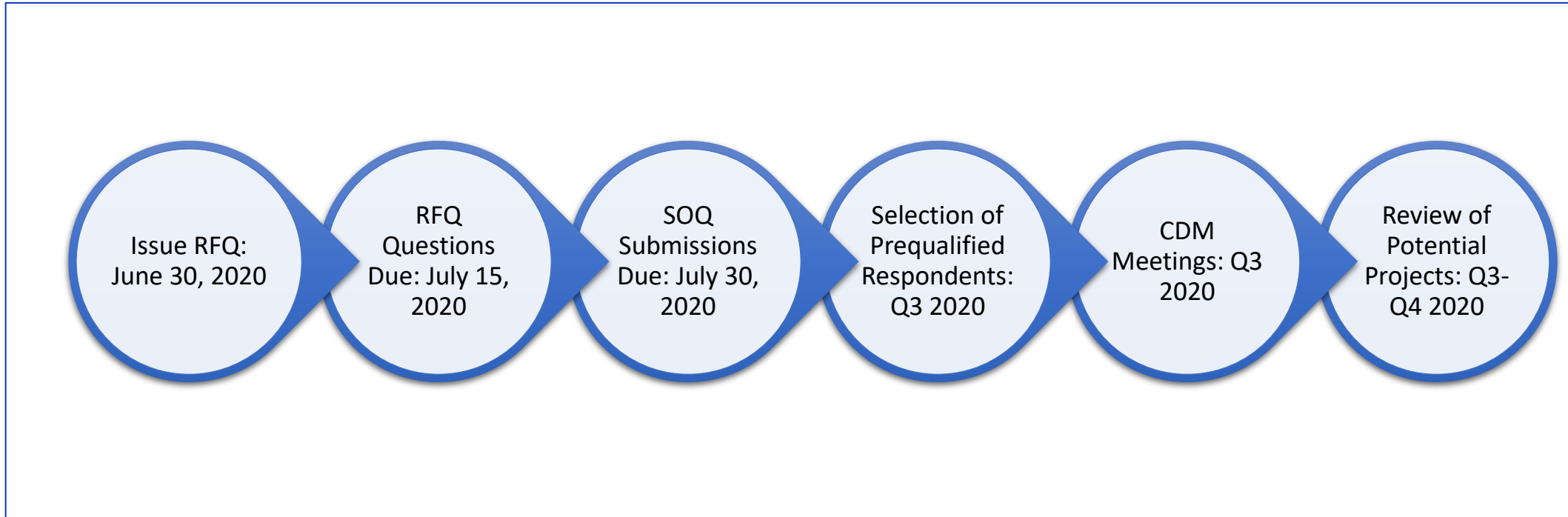
- A. Company Profile
- B. Agreement on Terms of Discussion
- C. Certification of No Investigation and Performance on Prior Contracts
- D. Development, Operations and Maintenance of Cargo Qualifications and Experience
- E. Development, Operations and Maintenance of Hangar/GSE/Other Aeronautical Reference Airport Qualifications and Experience
- F. Development, Operations and Maintenance of General Aviation Facilities Reference Airport Qualifications and Experience
- G. Key Personnel
- H. Financial Status
- I. Bank Credit Reference

# Next Steps



# New York Stewart International Airport

## Timeline



# Questions?

---



**PORT  
AUTHORITY  
NY NJ**

**Thank You!**

**AIR LAND RAIL SEA**